

Message Text

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ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 /020 W
----- 061789

R 111013Z NOV 76
FM AMEMBASSY BELGRADE
TO SECSTATE WASHDC 8654
USDOC WASHDC
INFO AMEMBASSY ATHENS
AMEMBASSY ROME
AMCONSUL ZAGREB

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EO 11652: NA

TAGS: BEXP YO IT GR

SUBJ: AVIONICS GROUND SUPPORT TECHNICAL SALES SEMINAR

REF: (A) USDOC 19289, (B) BELGRADE 6912, (C) STATE 274037

1. WE APPRECIATE USDOC ACTION ON POSSIBLE RESCHEDULING OF TSS. IN DISCUSSIONS NOV 9 WITH REPRESENTATIVES OF AIR TRAFFIC CONTROL SECTION OF CIVIL AVIATION DIRECTORATE, THEY MENTIONED THAT THEIR SCHEDULES FOR PURCHASING MORE SOPHISTICATED EQUIPMENT HAVE SLIPPED BACKWARD. WE STILL FEEL THAT TIME IS IMPORTANT, BUT WOULD NOW DEFER TO PROBLEMS FACED BY ATHENS, ROME AND USDOC IN SCHEDULING SEMINAR, AS LONG AS DATES TO NOT GO BEYOND FIRST WEEK IN FEBRUARY.

2. NEWS OF AVAILABILITY OF APPROXIMATELY DOLLARS 70 MILLION IN FOREIGN EXCHANGE FOR AVIONICS PURCHASES IN THE NEXT FIVE YEARS IS GETTING AROUND INDUSTRY CIRCLES.
A. SPERRY UNIVAC GAVE PRESENTATION HERE FOR CIVAIR OFFICIALS NOV 9 ON THEIR ARTS SYSTEM AND WERE TENTATIVELY RECRUITED BY TSS OFFICER FOR SEMINAR. SUGGEST USDOC PROCUREMENT OFFICER PLAY ON THEME OF FOLLOW-UP APPEARANCES IN YUGOSLAV MARKET THROUGH GARY L. HUMFELT, MANAGER, INTERNATIONAL MARKETING, INTERNATIONAL SYSTEMS DIVISION, SPERRY-UNIVAC, ST. PAUL, MINN. TEL: (612) 456-2222.

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INITIAL CONTACT ALREADY MADE WITH HUMFELT HERE.

B. WESTINGHOUSE REPRESENTATIVES PHILLIPS AND BRADLEY
WILL VISIT YUGOSLAV CIVIL AUTHORITIES NOV 17. (REFTEL
C) WESTINGHOUSE MAY ALSO BE GOOD TSS PARTICIPANT AND WE
WILL MAKE APPROACH HERE UNLESS ADVISED OTHERWISE.

3. BECAUSE OF GOOD LOCAL RECEPTION AND COOPERATION DURING
ENERGY SYSTEMS SEMINAR, WE ARE EAGER THAT US-YUGOSLAV
TRADE COUNCIL AND ITS LOCAL COUNTERPART
BE DESIGNATED AS SPONSORING BODIES FOR AVIONICS
TSS. REQUEST USDOC MAKE THIS INITIAL CONTACT THROUGH N.Y.
OFFICE USYTC (WALKER).

4. WE CAN HANDLE PYWNTING REQUIREMENTS AS OUTLINED PARA 2
REFTEL A IF EARLY DECEMBER SCHEDULE IS MET STRICTLY.

5. PRELIMINARY BUDGET NOW BEING WORKED OUT AND ESTIMATES
WILL FOLLOW.

6. TSS OFFICER IS RAYMOND B. LOMBARDI (HOME TEL 647-256)
WHO LOOKS FORWARD TO WORKING AGAIN WITH BRAD TYRELL.
SWEITZER

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